

Offering marketing measures through proprietary site analysis tools

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For inquiries concerning the report, please contact info@stock-r.org

【9561 GLAD CUBE Sector : Services】

Fiscal Year	Net sales (mn yen)	YoY (%)	Operating profit (mn yen)	YoY (%)	Ordinary profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Dec.2020	882	31.4	121	-	126	2.0x	86	7.5	11.6	33.5	0.0
Dec.2021	1,215	37.8	291	2.4x	298	2.4x	201	2.3x	27.2	60.7	0.0
Dec.2022 f	1,501	23.5	481	65.3	479	60.7	312	55.2	41.4	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending December 2022 are the company's forecasts.
It conducted 1-to-6 stock split on June 11, 2022. Per share indices are adjusted retroactively.

Developing Business Based on the Keywords "Data x Analysis"

GLAD CUBE operates the SaaS business and the marketing solutions business for companies seeking to leverage the internet to grow their businesses. It also conducts the SPAIA business, which operates AI forecast analysis media for sports and horse racing oriented toward major media and general consumers.

The SaaS business accounted for 35.5% of net sales for fiscal year ended December 2021, the marketing solutions business 55.7%, and the SPAIA business 8.7%. Looking at segment profit, while the SaaS business and the marketing solutions business maintained relatively high profit margins, the SPAIA business recorded a loss.

SaaS Business

The SaaS business offers website and access analysis, as well as website improvement, using SiTest developed by the company. The company offers clients comprehensive digital marketing measures as ancillary services, which include website production, content creation and optimization consulting. Net sales in this business comprise SiTest's monthly fee revenue, consulting fees, and spot revenues from the development of websites, landing pages, images, videos, and more.

Marketing Solutions Business

GLAD CUBE offers internet advertising operation agency, access analysis, and creative production services. The company provides one-stop services encompassing analysis of the current situation, strategic planning, selection of appropriate media, content production, execution and measurement of effectiveness.

SPAIA Business

The company operates SPAIA, a sports media platform that uses AI machine learning, with breaking news on professional baseball at its core.

In the SPAIA business, the company is also focused on SPAIA horse racing, which features data and AI different from that of basic SPAIA. The app is also developed and operated independently of SPAIA itself. Both free and paid memberships are available with SPAIA horse racing.

GLAD CUBE (9561 TSE Growth) - - - - - October 14, 2022**Financial Statements**

Statement of income	Fiscal Year	Dec.2020		Dec.2021		Six months to Jun. 2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		882	100.0	1,215	100.0	775	100.0
Cost of sales		49	5.6	57	4.7	35	4.5
Gross profit		833	94.4	1,157	95.2	739	95.4
Selling, general and administrative expenses		712	80.7	866	71.3	456	58.8
Operating profit		121	13.7	291	24.0	283	36.5
Non-operating income		12	-	11	-	7	-
Non-operating expenses		6	-	5	-	6	-
Ordinary profit		126	14.3	298	24.5	283	36.5
Profit before income taxes		121	13.7	289	23.8	283	36.5
Net profit		86	9.8	201	16.5	185	23.9

Balance sheet	Fiscal Year	Dec.2020		Dec.2021		Jun. 2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,161	88.8	1,835	93.5	2,161	94.2
Cash and deposits		796	60.9	1,169	59.6	1,594	69.5
Accounts receivable-trade		238	18.2	500	25.5	407	17.7
Inventories		0	0.0	0	0.0	0	0.0
Non-current assets		147	11.2	128	6.5	129	5.6
Property, plant and equipment		17	1.3	15	0.8	15	0.7
Intangible assets		37	2.8	43	2.2	50	2.2
Investments and other assets		92	7.0	69	3.5	64	2.8
Total assets		1,308	100.0	1,963	100.0	2,293	100.0
Current liabilities		802	61.3	1,286	65.5	1,138	49.6
Accounts payable - trade		244	18.7	486	24.8	379	16.5
Current portion of bonds payable		-	-	-	-	40	1.7
Current portion of long-term borrowings		120	9.2	110	5.6	150	6.5
Non-current liabilities		256	19.6	226	11.5	517	22.5
Bonds payable		-	-	-	-	160	7.0
Long-term borrowings		256	19.6	226	11.5	357	15.6
Net assets		249	19.0	451	23.0	636	27.7
Owners' equity		249	19.0	451	23.0	636	27.7

Statement of cash flows	Fiscal Year	Dec.2020	Dec.2021	Six months to Jun. 2022
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		285	400	66
Depreciation		10	12	6
Cash flows from investing activities		-45	13	-13
Cash flows from financing activities		197	-40	371
Dividends paid		-	-	-
Net increase in cash and cash equivalents		437	373	424
Cash and cash equivalents		796	1,169	1,594

Note: Non-consolidated basis.

Source: Prepared by Stock Research Center based on the notifiable prospectus.

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